

Gloomiest survey since early 1980s

CBI warning of recession in six months

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

BRITAIN'S industrialists yesterday gave a warning that the country could slide into recession within six months and called on the Chancellor to modify his high-interest rate policy.

Domestic demand was already depressed because of the counter-inflation policy and exports were levelling off because of the strong pound. Manufacturers expected output to fall and predicted 10,000 job losses a month in the CBI's gloomiest quarterly industrial trends survey since the early 1980s.

David Wigglesworth, chairman of the CBI's economic situation committee, said: "This survey gives a clear warning of the possibility of recession in the second half of this year or early next year if present trends continue. In the short term we expect to see declining output, more job losses and cash flow problems for smaller firms, some of which are finding it hard to survive."

Manufacturers were concerned that a further prolonged period of high interest rates would lead to substantial cuts in investment, innovation and training that could fundamentally damage the future health of British industry and society.

CBI economists, who three months ago predicted lower interest rates by the end of the year, were no longer sure early cuts would be possible. While fully supporting the need to keep up the fight against inflation, Mr Wigglesworth told reporters at the Confederation's Centre Point head-

quarters in London that a modification of the interest rate policy was needed. "Another year of high interest rates would be a disaster," he foresaw manufacturers cutting further into investment plans, spelling danger for the economy three to five years ahead.

The July survey of 1,248 firms responsible for about half of Britain's manufacturing jobs and exports shows the seventh successive quarterly decline in business optimism, with 35 per cent of firms less optimistic about the general situation than they were four months ago while only 8 per cent were more hopeful. A quarter of firms predicted a decline in output, while a fifth expected an increase in the next four months. Thirty-nine per cent of those surveyed expected to lay off workers with only 11 per cent looking to offer more jobs; 36 per cent had reduced their workforces since April.

A separate, broader survey by the Association of British Chambers of Commerce reported a substantial decline in activity in industry and commerce in the past three months as high interest rates braked the growth in demand and investment and dented business confidence. Miles Milton, the association's president, said the survey showed far more conclusively than before that the Chancellor's medicine was working. "We now have the hope that inflation will reduce before lasting damage is done to many businesses."

The Treasury took similar comfort from the CBI survey, in spite of Mr Wigglesworth's gloomy warnings. A spokesman said interest rates would need to remain high and welcomed the survey as more evidence that the tough policy was having the desired effect on the domestic economy. He saw the survey as "clearly consistent with a slowdown" and rejected as overstated the warnings of recession.

Mr Wigglesworth repeated that warning when he was interviewed on the BBC's *World at One* radio programme, saying: "Everyone in the country must support the Chancellor's initiative to control the battle against inflation. The principal cause of inflation is excessive home

demand. That has been curbed. We are not in the business of telling the Chancellor exactly what to do. That is his role. But we do believe he must take note of this clear trends warning. If output continues to decline as it does at the moment, we shall be in recession - and a recession is very difficult to control. It has a tendency to gallop along and the future of our society could be severely impacted in a year or two."

Gordon Brown, the shadow trade and industry secretary, said: "This grim news from the CBI is the latest in a string of bleak economic announcements and shows that under the Chancellor's policies, Britain, and especially Britain's manufacturing industry, is now falling further behind the rest of Europe while our competitors move ahead in the run-up to 1992."

He believed that business bankruptcies had risen by more than 70 per cent in the first half of this year. Britain had the highest interest rates, the lowest growth rate, the highest inflation and the widest trade gap of the main European economies.

Anthony Beaumont-Dark, the economist Conservative MP for Selly Oak, Birmingham, and a member of the treasury select committee, said that high interest rates were having a big effect on industry, but the government did not seem to believe it. "Ministers will believe it only when unemployment really starts to rise and this is not a good way to cure inflation. The high interest rates are hurting and if they go on much longer will have a devastating effect."

Sir William Clark, chairman of the Conservative backbench finance committee, believed the CBI's anxiety was misplaced. "There will obviously be a slowdown in growth, but this is precisely what the Chancellor wants to get down inflation. The CBI is overlooking the fact that in the next six months or so inflation will be going down and this will reduce mortgage interest and bank interest. There is a danger that we can talk ourselves into recession and that is what I am afraid the CBI is doing."

Comment, Page 23

Conqueror falls to defence cuts

By MICHAEL EVANS, DEFENCE CORRESPONDENT

HMS Conqueror, the 20-year-old nuclear submarine which sank the Argentine cruiser General Belgrano with the loss of 321 lives at the beginning of the Falklands conflict in 1982, is to be sold or scrapped as part of the defence ministry's measures to save £600 million in this financial year.

The submarine has been moored at Faslane for seven months for checks on its reactor after the discovery of a hairline fracture in the primary water-cooling circuit of HMS Warspite.

The defence ministry would not say whether a similar fault had been found in HMS Conqueror. The submarine is to be towed to Devonport for decommissioning. A navy spokesman said: "It was not considered worthwhile to re-start her reactor simply for her

final journey to Devonport." HMS Conqueror was one of four main warships, including one frigate and three submarines, that was on the ministry's early retirement list yesterday. Five other vessels are on the list, which affects 1,000 personnel. HMS Conqueror was selected because it was due for a £10 million refit.

Refit cancellations will mean the loss of hundreds of jobs at Devonport dockyard in Plymouth. Michael Leese, managing director of Devonport Management, the company which took over the yard in 1987, said: "Today's announcement means we will have to reduce our previous April 1991 workforce target of 6,450 by several hundred."

HMS Conqueror will join HMS Dreadnought, the only



Hunt for clues: Police officers sifting through debris outside the Gow home in East Sussex yesterday

Foreign Office changes top men

By NICHOLAS BEESTON

THE Foreign Office yesterday announced changes to the two most senior positions in the diplomatic service. Sir David Gillmore will become the new permanent under-secretary of state and Sir Robin Renwick ambassador in Washington.

Sir David, aged 55, and presently the deputy under-secretary of state for American and Asian affairs, is a quiet, almost retiring diplomat respected in Whitehall for his intellect. He joined the Foreign Office in 1970, served in Moscow, Vienna, and headed the defence department of the foreign office before being appointed to high commissioner in Kuala Lumpur.

Sir Robin, aged 52, the ambassador to Pretoria, has long been regarded as one of the brightest and most ambitious diplomats in the service. He has strong personal links with the prime minister and one of the highest public profiles of any British envoy.

He joined the Foreign Office in 1962, served in Dakar, New Delhi, Paris, Rhodesia during independence talks, Washington and as an assistant under-secretary responsible for Europe.

Yesterday's appointments complete a recent series of senior changes at the Foreign Office with the selection of new envoys to the UK delegation at Brussels and the UN mission in New York. The only senior position left unfilled is the South Africa post.

Sir Patrick Wright, the present permanent under-secretary, and Sir Antony Acland, the envoy to Washington, are to retire next summer. Sir Antony is to become provost of Eton College.

Terror will never win, Jane Gow tells IRA

By RAY CLANCY

AS THE IRA admitted responsibility yesterday for the car bomb that killed Ian Gow, his wife remained defiant saying that the terrorist would never win.

In an unusually detailed statement from Dublin, the IRA said Mr Gow, Conservative MP for Eastbourne, was killed because he was a close confidante of Margaret Thatcher and it tried to give reasons for murdering him.

Meanwhile, Jane Gow, who was too upset to speak, issued her own statement with her sons, Charles, 22, and James, 20.

She said that she was determined not to let the terrorists win. "He has been the most wonderful and exciting husband and father. We have lost the dearest person in the world, but it will not diminish our resolve to be as strong as he was in fighting this terrible wickedness."

"We want to share Ian's great courage in defying evil and terrorism. We have been united by our Christian faith."

This was Ian's deepest conviction and we know that, despite the seeming triumph of evil, Ian is safe in his union with Christ and that eventually right will always triumph."

The IRA said that it carried out what it called the execution of Mr Gow because he was "a personal associate of British Prime Minister Thatcher" and was part of a small group of influential Tories centred on Ian Neave, the MP who was murdered with a similar car bomb at the House of Commons.

Mr Gow, the IRA said, had been responsible for the British policy pursued in Ireland since the 1979 election and that as a parliamentary private secretary to Mrs Thatcher he was central to policy decisions, "including those during the 1980-1 hunger strikes and the shoot to kill operation". The statement ended by saying that the IRA would continue to strike wherever and whenever the opportunity arose.

Detectives hunting the ter-

rorists who planted the car bomb under Mr Gow's car at his home in Hankham, East Sussex, are facing a huge task because of the many holiday-makers who visit the Eastbourne area at this time of the year.

The public has responded well to the police appeals for witnesses with over 150 calls in the first 24 hours after the bombing on Monday morning, and Rodney Lind, assistant chief constable of Sussex, renewed his appeal for more people to come forward.

"This is a picturesque village. Continued on page 20, col 8

Continued on page 20, col 8
Letters, page 11

Trinidad rebels release prime minister

FREDERICK JAMES BONE IN PORT OF SPAIN

THE Trinidad prime minister, Andrew Robinson, was released yesterday by the black Muslim rebels who have held him hostage in the country's parliament for four days.

Anthony Smart, the attorney-general, said in a brief radio announcement that the prime minister, who was shot in both feet during Friday's coup attempt, was in "good spirits". The other 40 hostages being held by the Jamat al-Muslimeen organisation, led by Yassin Abu-Bakar, in the parliament building and the television centre were still in captivity.

The prime minister's release followed the collapse of talks between the rebels and the government. Mr Abu-Bakar told *The Times* in a frantic telephone call from inside the rebel-held television station that a small faction within the government had sabotaged a deal endorsed by Mr Smart. After the failure of the talks, communication between rebels in the television centre and those in the parliament building were cut.

Mr Abu-Bakar told journalists he was willing to free Mr Robinson, whose health was deteriorating, if the communication link was re-established.

A large convoy of military vehicles escorted an armoured prison van apparently carrying the prime minister to the Hilton Hotel soon after his 1.20pm release.

A dusk-to-midnight curfew continued throughout the island, and the centre of Port of Spain was still sealed off. Mobs roamed the poor areas and perambulating troops responded with occasional gas fire.

Mr Abu-Bakar's account, which the talks broke down, Mr Smart had approved a six-point agreement with the rebels. The first three points were the release of all hostages, a truce and an amnesty for the rebels. He refused to describe the remaining points by telephone.

Mr Robinson outlined the proposed accord in a telephone call to a local radio journalist late on Monday. He said he had agreed to resign, call elections in 90 days and grant amnesty to the Muslim extremists.

Under the agreement, Winston Dookeran, the deputy prime minister and a respected moderate who was freed by the rebels, would take over from Mr Robinson until the elections.

Hillsborough claims ruling

Eight people who watched live television coverage of the Hillsborough disaster knowing their relatives were at the game yesterday won damages against South Yorkshire police in a judgement which breaks new ground.

A ninth, who was in the stand above the Leppings Lane terrace as his two brothers were killed, and a tenth, who was in a coach outside the ground watching television coverage as his son died, also won their cases at Liverpool High Court. Page 3

Embassy held

The British Embassy in Monrovia was in rebel-held territory yesterday after a fierce battle in the streets around it. The two British diplomats inside escaped unhurt and reported that rebel troops loyal to Prince Johnson had pushed back government forces, captured the diplomatic quarter and were edging towards the presidential palace. Page 8

Murder record

If the present rise is maintained, there will be 23,220 murders in America this year, just over 63 a day and a record, a report published by the Senate judiciary committee said yesterday. Page 8

Aldershot fold

Fourth division Aldershot Football Club was yesterday wound up in the High Court, with debts of close to £500,000. Page 38

Degree results

Degrees from the universities of Oxford, Cambridge and Wales, Lampeter will be published tomorrow. Swansea degrees appear today. Page 26

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Yorkshire treasures its tight-fisted image

By JACK CROSSLEY

See all, hear all, say now
Eat all, say all, pay now
And if the does not for now
Allus do it for thissen.

THUS goes the traditional Yorkshireman's advice to his son, a creed, it would seem, still followed with stubborn pride by tight-fisted Tykes. One in three of them admitted in a random survey that their reputation for meanness is justified and a gritty 74 per cent agreed that they can be a stubborn lot.

Today has been chosen to celebrate allegiance to Britain's largest county and 45 per cent of them say that no amount of money would persuade them to live among the smoothies in the South. After all, how much chance would you get in the South to sing the interminable unofficial Yorkshire anthem *Ilka Moor Baw'tt*, obviously a cultural necessity to

the 40 per cent who boasted that they know every verse of it?

The survey was carried out among 300 visitors to the Yorkshire Show at Harrogate (the Great Yorkshire Show, they emphasise) and they had little hesitation in choosing their favourite Yorkshireman: Sir Jimmy Savile (70 per cent). The Duchess of Kent is their favourite female personality (55 per cent) and there is support for Charlotte Brontë (35 per cent).

The results of the survey were published yesterday, the eve of Yorkshire Day, an event established by the Yorkshire Riding Society in 1975 to act as a focal point for county pride. August 1 was chosen because of its historical significance: on this day in 1759 soldiers from the Yorkshire regiments who had fought in the Battle of Minden in Germany picked white roses, the county

emblem, from nearby fields as a tribute to fallen comrades. The society was formed after the local government changes to ensure that the county's identity was not lost.

A majority of those questioned, 82 per cent, were still concerned at the loss of their original Yorkshire identity and 45 per cent mistakenly believed that the county's old Ridings had been abolished. Although they are no longer local government regions, they still exist as geographical areas.

Colin Holt, of the Yorkshire Ridings Society, said: "The survey shows a real concern of many people who feel they have been robbed of their Yorkshire identity. This is further shown in the confusion and lack of knowledge about the county. Everyone who is concerned on this issue should assert their rights as Yorkshiremen and women."

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By RONALD FAUX

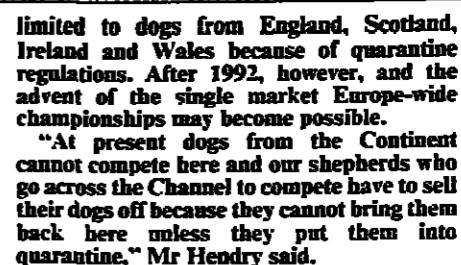
Ronson 'believed deal was legal'

He described Ernest Saunders, Guinness' former chairman, as a star at the time, having restored the firm's fortunes. "He could metaphorically walk on water," Mr Sherrard said that Mr Ronson would not have conceived that Mr Saunders or the stockbroker Anthony Parnes, "a crook himself," were inviting him into a criminal enterprise.

Mr Saunders, aged 55, Mr Ronson, Mr Parnes, aged 45, and the financier Sir Jack Lyons, aged 74, variously pleaded counts including theft, false accounting, and breaches of the Companies Act.

All 2,350 emergency ambulances are to be equipped with defibrillators at a cost of £3.8 million, to save the lives of 500 of heart attack victims, and 50 per cent of ambulance officers will be trained in the use of the machines by the end of the year, Kenneth Clarke, the health secretary, said.

The machines monitor the heart rate and can give electric



By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

This year, a Greek veterinary surgeon, Georges Mezelas, suggested in a report prepared for the European parliament that BSE existed in France but was not being reported.

The board buys and sells all the milk produced by its 32,000 members in England

Mr Steven said that the board would recommend the switch to a voluntary co-operative only if it secured assurances from the government and Brussels that it would remain the sole purchaser of the milk produced by its members and would continue to pay them a price based on the average of the market returns of all milk

"If they were talking of setting up 30 regional co-operatives we would be able to consider it. There is a lot of talk that the present system denies farmers a fair price but the truth is that dairy farmers are the best-rewarded sector of British agriculture."

The Milk Marketing Board was established in 1933 when many dairy farmers were suffering a farm recession and felt that they were at the mercy of powerful dairy companies. It has survived in its present form because it ensures efficient distribution of milk to the doorstep in all parts of the country and a stable supply all year.

By MELINDA WITTSTOCK
MEDIA CORRESPONDENT

Among the 23 projects to be funded, particular attention has been paid to documentaries and drama reflecting the experience of black and



By JILL SHERMAN, SOCIAL SERVICES CORRESPONDENT

All 2,350 emergency ambulances are to be equipped with defibrillators at a cost of £3.8 million, to help save the lives of heart attack victims, and 50 per cent of ambulance officers will be trained in the use of the machines by the end of the year. Kenneth Clarke, the health secretary, said:

The machines monitor the heart rate and can give electric

During the recent ambulance dispute, Mr Clarke made clear that he would like to see the emergency service and the transport service divided, a policy reflected in the annual pay settlement which gave staff with full paramedic training £500 more than their colleagues. At present, 2200 of the 12,000 qualified

Roger Poole, the national secretary of Nupe who led the union negotiations during the dispute, said he was glad that Mr Clarke had finally re-affirmed to the union's pleas for vital equipment. He said, however, that the opportunity to give better patient care could be jeopardised because of low morale and staffing levels.


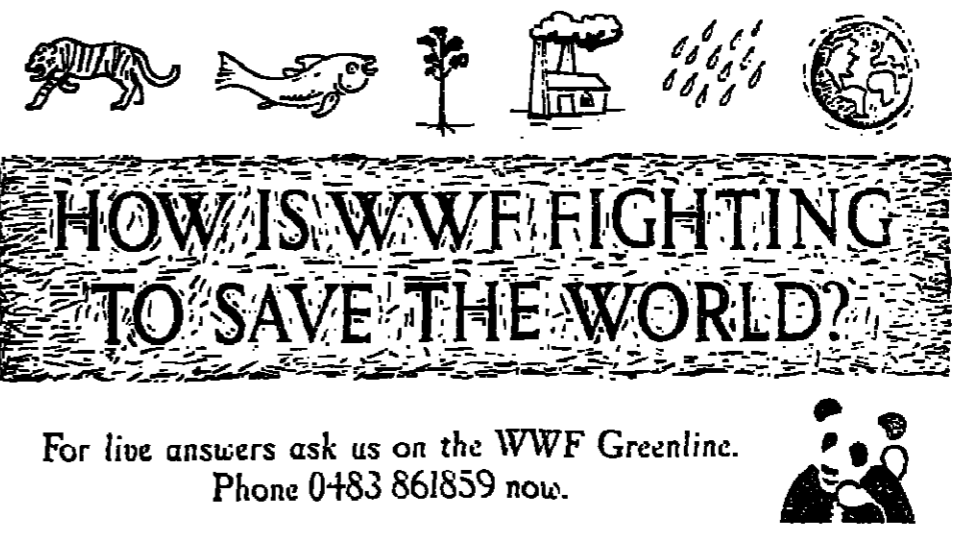
By THOMSON PRENTICE
MEDICAL CORRESPONDENT

His appointment is part of the government's response to the report by the House of Lords' science and technology select committee which looked at priorities in medical research.

By HARVEY ELLIOTT, AIR CORRESPONDENT

Federal ministers have already shown signs of adopting a more liberal attitude to flights between Britain and Australia by allowing Richard Branson's Virgin Airways to fly the route.

department, said he feared it would get more difficult to fund alternative programming as Channel 4 begins to compete with ITV and satellite channels for advertising. "Life will be rough, but we just have to keep our nerve," he said.

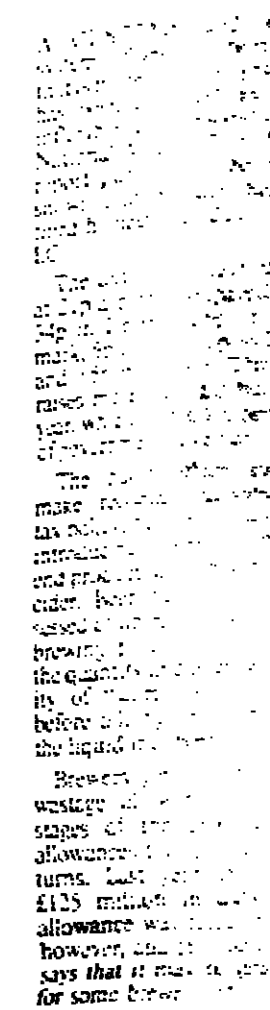
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Drug war lifts murder rate in America to record level

FROM MARTIN FLETCHER IN WASHINGTON

THIS year will be the worst for murders in US history, according to a report published by the Senate Judiciary Committee yesterday.

At the present rate there will be 23,220 murders in 1990, just over 63 a day. That would be an 8 per cent increase on last year, breaking the previous record of 23,040 in 1989.

The figures make America by far the most murderous of any industrialised nation, with a rate five times higher than Canada's, eight times higher than Germany's, ten times higher than Japan's, and 13 times higher than England's. If the United States had England's murder rate, said the report, the 1990 murder toll in America would be just 1,800.

Pointing out that August is traditionally the worst month for killings, Senator Joe Biden, the committee chairman, yesterday pleaded: "We must stop the bloodshed. The toll it is taking on our families, our police officers, our hospitals, our cities and towns is devastating."

The US murder rate actually fell 18 per cent between 1980 and 1985, but since then has risen steeply in most parts of the country. The report blamed drugs, the advent of large numbers of military-style assault weapons, and a demographic boom in the number of young men.

According to FBI figures, drug-related murders alone rose 50 per cent between 1988 and 1989, and the report suggests that this is a perverse consequence of a successful fight against drugs. "Cocaine prices are up and purity levels are down. This means supplies are scarce. And that, in turn, means that drug dealers are going to be fighting for their turf and customers," said the report.

Assault weapons have, meanwhile, become "the weapons of choice for drug dealers and the weapons of



Into combat: a Liberian rebel fires his machinegun in a clash with government troops during a battle in the Monrovia suburb of Paynesville

Boy rebels do battle with Doe's army

FROM REUTER IN PAYNESVILLE, LIBERIA

JUNIOR Zozee, aged 13, circled cheerfully around the street on a small pink bicycle, a loaded AK47 assault rifle slung nonchalantly across his chest. Nearby Nga Sua, aged 16, who is better known by his battle nickname "Small-Boy-Be-Hard", cradled a similar weapon and brushed off any suggestion he might be scared. "I know how to shoot," he said, with a hint of shyness.

Like hundreds of other boy soldiers in the ragtag rebel army fighting to oust President Doe, they were waiting to go into battle against Liberian government troops. Reporters later watched both boys weave into the thick of a clash with army soldiers. As bullets whistled overhead, they dodged from wall to wall through the scorched and shattered market in Paynesville, a suburb of the capital, Monrovia.

Youthful faces are commonplace at the battlefield in Liberia's seven-month-old civil war. "There are rebel fighters down to 12 years," one guerrilla said. Many more, some even younger than 12, carry weapons behind the front line.

"When the war started it displaced many children and some of their parents were killed," Christopher Selekpoh, a spokesman for the rebel National Patriotic Front of Liberia, said. "They had nowhere to go, nobody to take good care of them. They wanted to join us, so we decided to look after them."

Mr Selekpoh, aged 20, whose university studies were interrupted by the war, said children from "tiny upwards" were placed in a specially-created rebel children's unit. He said they were trained to use arms and some were later given weapons and ammunition, although few went to

the front. "We issue them arms just to be together, to get used to the military situation," Mr Selekpoh said.

Liberian children learn little else these days. The country's education system has been wrecked by the war. Schools are closed countrywide and many have been looted, although the safest room is often the library; illiteracy is rife in Liberia and most looters have little time for books.

Thousands of Liberian children have become refugees fleeing from the fighting, food shortages and tribal killings. In the drab rubber-producing town of Harbel, 35 miles from Monrovia, three boys fend for themselves by running a requisitioned house allocated to journalists by the rebels.

Solomon and Junior are aged 14, Marvgo is aged ten. They said they left their families to join the rebel movement. All said they knew

how to fight, but would not say whether they had guns.

Journalists leaving the Paynesville battlefield on Monday picked up two of rebel leader Charles Taylor's bodyguards by the roadside. One was aged 15 but looked much younger. Minutes later he was fast asleep on the front seat of the car, his Soviet-made AK47 resting against his knee, his head on his older comrade's shoulder.

ABIDJAN: Despite international condemnation of the mass killing of more than 600 civilians sheltering in a Monrovia church, there was no sign of action to end the fighting. Rebel troops advancing from east and west have caught President Doe, holed up in his fortified mansion by the sea, in a pincer grip. But they are still several miles away and the military situation appeared static.

The United States said it abhorred "this senseless act of

Falkland rivals to meet at air show

By ANDREW MCEWEN
DIPLOMATIC EDITOR

EIGHT years after their struggle for dominance of the skies over the Falklands, the Royal Air Force and the Argentine Air Force are to meet at the biennial Argentine Air Show in September.

Officers of the Brigada Aerea and the RAF's Red Arrows will put their planes through their paces before a crowd expected to total 300,000. Argentina was a regular exhibitor before the 1982 war, showing off its slow but deadly Pucara ground attack aircraft. The Pucara had some disconcerting success in dodging British radar in the war.

The Pampa, a single-engine trainer built with technical advice from Dornier of West Germany, is capable of carrying various weapons systems.

Among the diplomats inspecting aircraft from 29 nations will be Captain Sergio Secchi, the first Argentine military attaché to be accepted by Britain since the 1982 war.

After the second world war the Brigada Aerea was equipped with British warplanes, including Meteors and Canberras. Diplomats do not exclude the possibility that Argentina might buy British again in the future.

The invitation follows the resumption of full diplomatic relations, and is much more than a symbolic gesture. Anglo-Argentine trade is beginning to boom, with a 30 per cent increase in Argentine exports to Britain in the first five months this year. British exports to Argentina have risen 35 per cent, but from a much lower base.

British Aerospace is negotiating to sell a fleet of BAe 146 airliners to Austral, the privatised Argentine domestic airline. Before the war Austral was entirely equipped with aircraft made by the British Aircraft Corporation, the forerunner of BAe, but Britain's absence gave McDonnell Douglas an opportunity to sell its six planes.

The diplomatic impasse forced Austral to use ingenious methods to obtain spare parts for eight BAe 146 planes which it bought in the 1970s. Such was its success that it now has parts worth about \$30 million (£16.6 million). Under the proposed deal, BAe would find a buyer for both the planes and the parts and would replace them with the BAe 146.

The planes cost \$20-\$30 million, depending on the model. If BAe replaced all the 146s the deal could be worth \$160 to \$240 million. Argentina's creditworthiness remains in doubt, but diplomatic sources point out that Austral was among the contenders to buy the recently privatised national airline, and must therefore have access to hard currency.

Israel threatens to intervene in Lebanon

FROM A CORRESPONDENT IN JERUSALEM

MOSHE Arens, the defence minister, said yesterday that Israel would intervene in the fighting in southern Lebanon if it "endangers our interests".

He spoke as militias in Lebanon and newspapers in Israel tanks had shelled positions of Hezbollah, the Shia Muslim militia, in southern Lebanon last Monday.

If these reports are correct, Israel's involvement would be its first in the battles between Shia factions that began in the middle of last month. The Israeli army spokesman's office refused to comment, saying: "We do not confirm or

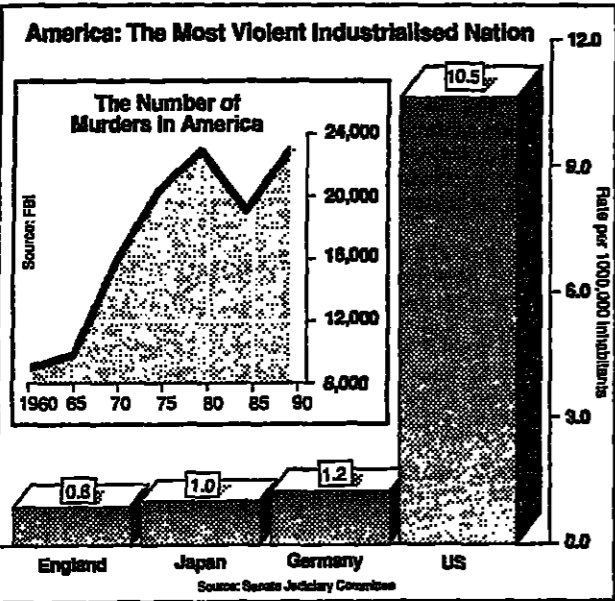
deny, all we say is that the army is following the events with alertness."

Mr Arens said there was a danger that "the situation will get worse and endanger our interests. We are talking about an area that is near our security zone, and we will know how to defend our interests."

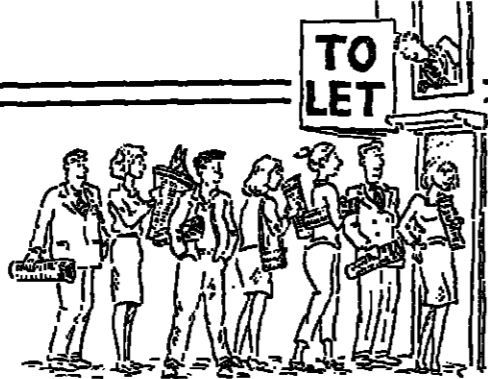
According to a Hezbollah statement issued in Beirut, Israeli tanks fired salvoes for several hours from the south Lebanon village of Sejoud, which is at the edge of the buffer zone set up unilaterally by Israel in 1985. The village is also about half a mile from

increasing murder by their fellow-Arabs of Palestinians suspected of collaborating with Israel. Fifteen suspected collaborators were killed last month; only three Palestinians died of wounds sustained in clashes with Israeli troops, and a fourth Arab was killed in a prison escape.

In announcing the setting up of a judicial committee, the Palestinian leadership criticised the torture that has been inflicted on suspected collaborators, saying: "It is incomprehensible that we should use such methods when we ourselves are the victims."



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LET IT THROUGH THE TIMES

US bucks the democratic trend

WASHINGTON NOTEBOOK by Martin Fletcher

As more and more people around the world embrace democracy, America seems to be experiencing mass disenchantment from the democratic process. The signs are everywhere. The 1988 presidential election inspired the lowest turnout since 1924. In California barely a quarter of eligible adults voted in last month's hotly contested Democratic primary for governor.

It is estimated that 110 million Americans, nearly two-thirds of the electorate, will not vote in this November's congressional elections, the largest number of abstainers ever.

A recent report by the Marple Commission on the Media and the Electorate said that American democracy was threatened by the "glacial indifference" of an uninformed public. Newspaper sales rose by 1 per cent between 1970 and 1988 while the adult population increased by 36 per cent, and the three main television news networks lost millions of viewers in the Eighties as the average news "sound bite" fell from 42 seconds in 1968 to eight seconds in 1988.

A third of households failed to return their census forms on time this spring and many do not even bother paying taxes any more. This year the discrepancy between taxes owed and paid is expected to top \$100 billion (£54.2 billion) for the first time.

Corrupt politicians may be one reason why voters are alienated. And nowhere is more corrupt than West Virginia. Arch Moore, the state's longest-serving governor until he stepped down last year, has just been sentenced to six years in prison and fined \$170,000 (£92,000) for offences including extortion, income tax fraud and obstruction of justice. He was the biggest fish in an anti-corruption drive in this beautiful, backward state that has netted five legislators, three lobbyists, two government employees and a Senate aide in 19 months. Seventy state and local government officials have been convicted since 1983 of crimes from welfare fraud to drug conspiracy.

Gaston Caperton, the millionaire who succeeded Moore as governor last year, vowed to clean up this "moral mess".

But he was undermined by personal circumstances. Four months after taking office he divorced the former beauty queen to whom he had been married for 23 years and an unending court battle ensued. Mrs Caperton received a large settlement and declared her candidature for state treasurer, raising the delightful prospect of the former partners working together to restore West Virginia's battered economy. Sadly, she narrowly lost.

Forty-four years after the legislation came before Congress, the Fine Arts Commission has been given the go-ahead for a \$47 million (£25.5 million) Franklin D. Roosevelt Memorial to stand near those to Thomas Jefferson, Abraham Lincoln and George Washington in the capital's famous Mall area. The structure, which may be finished by 1995, will be abstract and contain granite "rooms" with fountains, pools and waterfalls. Delight is not universal. The memorial will eat 76,000 square ft. of green space; already thousands of evening softball players feel cramped by the Vietnam war memorial.

Approval has also been given for a Korean war memorial and a 12-acre "Peace Garden". As America's global pre-eminence fades, so its desire for monuments seems to grow. The National Parks Service has a list of 27 bills pending in Congress and 41 other proposals for monuments in Washington to honour Martin Luther King, Benjamin Franklin, the American housewife, the 1983 invasion of Grenada and the victims of Pan Am flight 103. Anti-war protesters are demanding a monument to themselves next to the Vietnam war memorial. Still others are pressing for a memorial to the second coming of Christ.

Tourism at Washington's national monuments fell by 17 per cent last year. People were put off by the city's image as America's drug and murder capital. Next year is



Washington's 200th anniversary and tourism chiefs hope the celebrations will bring visitors back. They have just announced a slogan selected from 5,000 entries: "Celebrate the city—discover the world" was the winner.

But on the other hand perhaps some of the losers might seem more appropriate: "A City of Statues But No Limitations", "Washington: Don't Believe the Hype", or "Washington: It's No Crime".

Toasting fellow world leaders at a dinner in Houston's Museum of Fine Arts during last month's economic summit, President Bush urged them to enjoy a museum that "we are very proud of".

Delighted connoisseurs chalked it up as another classic example of the fractured syntax, appalling grammar and linguistic inventiveness that constitutes Bushspeak. He talks of "dialoguing" or even "trialoguing", he "presents argumentation", he "ventes a spleen" and he unfailingly mixes his metaphors.

"The meter is running through the sand on you, and I am now still buffering," he told one reporter. He summed up his recent birthday as "good cake, good cards and not bad" and the breathtakingly convoluted.

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Michel Guy
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63 (Reuter)

كندا، مصر، العراق

Iraqi troops mass on Kuwait border before Jedda talks

From MICHAEL THEODOLOU IN MOSCOW

IRAQ continued its massive show of force along its border with Kuwait yesterday as high-powered delegations from the two countries arrived in the Saudi Arabian city of Jedda for talks aimed at ending their bitter dispute over oil and land.

According to diplomatic sources, Kuwait would try to find a face-saving way of bowing to Iraqi demands for a cash handout of thousands of millions of dollars in reparation for lost oil revenues, but would not make territorial concessions.

The meeting was a result of mediation efforts by Arab countries, in particular Saudi Arabia and Egypt. As a first step, they were expected to try to persuade Iraq and Kuwait to sign a non-aggression pact

before their negotiations on the disputed territory.

"Iraq's biggest concern seems to be cash, which the Kuwaitis are willing to pay if Iraq drops claims over disputed land," a Western diplomat said. "But Kuwait, which does not believe in making concessions, knows that it is especially dangerous making concessions to a country like Iraq, because there is no guarantee it won't keep making fresh demands."

The Washington Post said 100,000 Iraqi troops were concentrated on the border with Kuwait - nearly three times the number reported a week ago.

"Iraq is playing on its reputation for being unpredictable," said an Arab oil analyst. "It is saying it could

still invade if it does not get what it wants, even though it said it would not attack Kuwait."

Saudi Arabia had hoped the Jedda talks would settle all the disputed issues, but Iraq insisted that it would only be a preliminary session with the main point to be negotiated in Baghdad.

The leader of the Kuwaiti negotiating team who arrived in Jedda put on a brave face, describing the dispute as a "passing crisis". Sheikh Saad al-Sabah, Kuwait's Crown Prince and prime minister, said: "I am looking forward with open heart to the meeting with my brother, Izzat Ibrahim, the leader of the Iraqi delegation."

But Iraq, keen to push its advantage after its success at the Opec meeting in Geneva last week where oil prices were increased considerably, was in no mood for diplomatic niceties. Its uncompromising stance was made clear by the reported troop build-up and the strident tone of the Baghdad press just hours before the talks were due to begin.

"Iraq attends the Jedda meeting to regain its rights and not to hear new talk about fraternity and solidarity which yields nothing," said Al-Jumhuriya, an Iraqi government newspaper.

It served warning that Kuwait had to pay for billions of dollars worth of oil drilled on what it claimed to be Iraqi territory.

The crisis erupted on July 17, when Iraq accused Kuwait and the United Arab Emirates of driving world oil prices down by cheating on their Opec quotas and glutting the oil market.

CAIRO: Saudi Arabia's foreign minister, Prince Saud al-Faisal, changed his travel plans yesterday and stayed on in Cairo, Egyptian foreign ministry sources said.

Prince Saud was earlier reported to be on his way to Jedda to welcome the Iraqi and Kuwaiti delegations to the talks aimed at settling their dispute over land and oil.

Diplomats said the prince, who attended the opening of an Islamic Conference Organisation ministerial meeting in Cairo earlier yesterday, may have decided to stay on in order to review the situation in Lebanon.

Saudi Arabia has played an important role in trying to bring Lebanon's warring groups together to implement an Arab-sponsored peace plan.

Delegates to the Islamic ministerial meeting said that behind-the-scenes discussions were expected on ways of ending the civil war. (Reuters)



Motorcycle Mongols: using a more modern form of transport than the traditional horse, a herdsman and his child travel to the town of Gatchuurt, near Ulan Bator

Dangers face victorious Mongolia communists

From CATHERINE SAMPSON IN PEKING

THE ruling communist party has won a majority in Mongolia's first free elections, according to the nearly complete results released yesterday. The communists, however, face strong opposition in the legislature, where other parties won just under half the seats. Opposition politicians have called the results the funeral of orthodox communism in Mongolia.

As expected, the ruling party has taken about 80 per cent of the seats in the Great Hural (upper house). A healthy opposition showing in the Little Hural, where opposition candidates took about 40 per cent of the seats, was less widely predicted. Seats are awarded in the Little Hural, which has extensive law-making powers, by a system of proportional representation.

Diplomats say that the opposition candidates have done better than expected, and that the communist party may splinter in the face of a strong challenge in the legislature.

Gombojavyn Ochirbat, the secretary-general of the Mongolian Revolutionary party, said that his party would be entering into negotiations with opposition parties on the formation of a coalition government as soon as the final votes had been registered. "We will do our best to co-operate with the newly formed political parties," he said, adding that the new Great Hural would implement reforms guaranteeing human rights and press freedom.

Since demonstrations erupted in Ulan Bator last winter calling for democratic change, the ruling party has repeatedly acted to head off confrontation and make concessions. That atmosphere of conciliation is expected to continue within the newly elected parliament.

Opposition politicians described the result of the only multi-party elections the

country has known in 70 years as a victory. "The results mean the funeral of orthodox communism in Mongolia," the chairman of the Social Democratic party said. "This process has come so suddenly, but this first step is a very big step, an achievement towards democracy. We consider it a victory."

Now Mongolia's two million people in their vast land of desert and steppe sandwiched between China in the south and Russia in the north are preparing for a visit from James Baker, the American

Secretary of State. He will spend much time hunting tigers in the wilderness and a little meeting officials in Ulan Bator to discuss the extension of most-favoured-nation status to Mongolia.

This is the highest level visit since diplomatic relations were established in 1987, and the necessary VIP treatment is straining the nation's spartan facilities. Nevertheless, Mr Baker's visit will represent an opening to the West that has become every Mongolian's dream after years of being a Soviet satellite.

Singh weighs the risks of sacking deputy

From CHRISTOPHER THOMAS IN DELHI

INDIA'S prime minister, Vishwanath Pratap Singh, caught between competing factions and personal rivalries in his beleaguered coalition government, yesterday summoned a series of top-level meetings before deciding if he should sack Devi Lal, his troublesome deputy.

Mr Singh, who became prime minister just eight months ago, is struggling to save his National Front government from the kind of internal conflicts that brought down the last Janata administration in 1979, returning the Gandhi dynasty to power for another decade.

At least one or two cabinet ministers might resign in protest if he decides not to dismiss Mr Lal, aged 75, who rose to national prominence for the first time after November's general election. Yesterday's meetings were aimed at finding a formula to keep Mr Lal in office.

Some ministers have proposed that Mr Lal could stay if he signed a code of conduct agreeing to refrain from further public outbursts against his colleagues. This move reveals a general determination to try to save Mr Lal, simply because he could cause even greater damage as a disgruntled outsider than he already has from within.

Mr Lal, a poorly educated Jat from the northern state of Haryana, is the antithesis of the urbane, privately educated Mr Singh, who is known as "the Raja" because of his princely background. The two are now on a collision course and the outcome could determine whether there is a winter general election. Even if this latest upheaval passes, nobody expects the government to survive for long.

Mr Singh, from the high-caste Rajputs, has asked Mr Lal in writing to explain why he used a forged document as evidence for corruption allegations against two cabinet ministers, Arun Nehru and Arif Mohammed Khan. It is widely assumed that Mr Lal himself had the document forged. It was dated 1987 and written on notepaper headed: "Vishwanath Pratap Singh, Member of Parliament".

The prime minister has spent much of the past two days consulting the various parties that make up the government, principally the communists and the Bharatiya Janata party, the Hindu nationalist organisation. Both approved the sacking of Mr Lal if Mr Singh so decides, and

undertook to continue supporting the minority government in parliament.

Several state chief ministers from the ruling parties arrived in Delhi yesterday for the talks with Mr Singh. Most of them urged Mr Singh to resist pressure for Mr Lal's dismissal. One, Jyoti Basu of West Bengal, said the deputy prime minister deserved "a second chance".

Mr Lal has been decisively isolated in Delhi, but he retains a big following in rural areas of Haryana and the Hindi heartland of northern India. He claims to be the voice of the peasant masses, speaking Hindi in a strong local dialect, and is the only cabinet minister who is not fluent in English. He was a founder of the Janata Dal (People's party), which heads the government, and was closely involved in the backroom manoeuvring that brought Mr Singh to power. He was also a leading force in forming the multi-party National Front government.

It would be politically risky to sack him, not least since nobody doubts that he would pursue a vendetta if he were dismissed, forging alliances with opposition forces as well as disgruntled elements within the government.

The present turmoil centres on the intense personal animosity between Mr Lal and Mr Nehru, the commerce minister, who might be the first to resign if the deputy prime minister is not dismissed. He did not turn up at his office yesterday and did not attend the routine cabinet meeting.

The forged document revealed by Mr Lal alleged that Mr Nehru was involved in the Bofors arms corruption affair, and claimed that Mr Khan was a beneficiary of a deal for the supply of electric equipment to the state of Uttar Pradesh. Mr Lal's allies were yesterday urging him to sign a letter of apology.

He has denied that he had the forgery made, saying it must have been planted on him by "interested parties". Mr Singh has referred the document to the Central Bureau of Investigation. He has also asked Mr Lal to explain a magazine interview in which he was quoted as saying that the prime minister was weak and spineless. Mr Lal denied using the word "spineless". Even so, the interview was peppered with other criticisms of the prime minister, none of which Mr Lal has disowned.

South Africa jails pacifist priest

From RAY KENNEDY IN JOHANNESBURG

DOUGLAS Torr, a pacifist Anglican priest aged 26 who has refused to do national service in the South African Defence Force (SADF), was yesterday sentenced to 12 months' imprisonment by Hein Verhof, a Johannesburg magistrate, who said he regretted that the only sentence he could impose was one of imprisonment. Torr, he said, was not the "kind of material" who should go to prison and would not benefit from it.

Torr pleaded guilty at a hearing in May to contravening the Defence Act. The sentence of 12 months' imprisonment is a landmark in dealing with conscientious objectors. In March two appeal court judges ruled in another case that the courts had discretion in sentencing conscientious objectors and were not compelled to impose the maximum of six years' imprisonment prescribed by the Defence Act.

Six years is twice the former period of national service. Whistlers were required to complete two years' full-time conscription and one year, split into a series of annual call-ups, in the reserve. Late last year President de Klerk reduced the period of full-time conscription to 12 months, which meant that Torr had faced four years in prison.

The magistrate postponed sentencing him in May because he said there was insufficient evidence on whether he should be compelled to do community service instead. Yesterday Mr

Verhof said Torr did not qualify as a religious objector and that a sentence of community service could not be imposed. Torr's imprisonment, he added, should be seen symbolically to "impress upon others rather than on the accused that they should do military service".

At the earlier hearing Torr said he was a pacifist and was not prepared to serve in any military force, even as a chaplain, in any part of the world. This was especially true in South Africa, because the SADF plays a role in upholding the evil system of apartheid.

Before he was led from the dock he turned to a packed public gallery and blessed his supporters, mostly members of the End Conscription Campaign, an organisation which was outlawed by Mr P.W. Botha, the former president. CAIRO: Leading Kenyan church leaders have called for an immediate general election, accusing the government of corruption and alleging incompetence in the officials considering reforms in reaction to recent unrest.

The Most Reverend Mwanetsi Karia, Archbishop of Nairobi, and other Anglican church leaders submitted a memorandum containing the allegations to the review committee of the ruling Kenya African National Union on Monday. The committee was set up by President Moi after the anti-government riots which last month claimed 22 lives. (AFP)

Khmer Rouge says it has seized port

Bangkok - The Khmer Rouge says it has overrun Kampong, one of Cambodia's main ports and defeated an attempted counter-attack. The Khmer Rouge radio station said on Monday its forces overran the port, southeast of the capital Phnom Penh and only 25 miles from the Vietnamese border, on July 24, killing 19 government soldiers and wounding 45.

There has been no official report of fighting at Kampong. Cambodian officials say the guerrillas have been active in the nearby forested Elephant mountain range. (Reuters)

Ballot offer

Port Moresby - Ted Diro, the acting prime minister, says Papua New Guinea may agree to rebel demands for a secession referendum on the island of Bougainville. But Mr Diro, holding peace talks with the rebels on a New Zealand naval ship off Bougainville, said he may not abide by the referendum's outcome. (AP)

Peru clean-up

Lima - President Alberto Fujimori, continuing an apparent clean-up in his first days in office, has replaced four of Peru's top police officials. On Saturday, hours after being sworn in, he removed the navy and air force commanders. (AP)

Greek quake

Athens - An earthquake measuring five on the Richter scale shook southern Greece yesterday, but there were no reports of casualties or damage. The epicentre was 135 miles south of Athens, under the sea off the town of Kalamata. (Reuters)

Michel Guy dies

Paris - Michel Guy, the French culture minister from 1974 to 1978, and creator of the annual Paris autumn arts festival, died yesterday after a long illness. He was aged 63. (Reuters)



Natasha Harms, aged 17, getting a hug from her mother, Shireen. They were reunited 14 years after the teenager was abducted in Johannesburg. Police said a black woman had been arrested

Aids 'will orphan 10 million'

From AGENCE FRANCE-PRESSE IN GENEVA

THE World Health Organisation has increased its estimate of the number of people carrying the Aids virus to between eight million and ten million, up from between six and eight million, because of dramatically increasing infection in developing countries.

Aids will kill three million women and children during the 1990s and will leave ten million orphaned children, the World Health Organisation forecast yesterday.

Michael Merson, the director of the WHO programme against Aids, said yesterday that the increase had occurred mainly in developing countries in sub-Saharan Africa, and in Asia. In the developed world the increase appeared to be slowing down, Dr Merson said.

However, he said this trend should be treated with caution because the disease was continuing to spread among particular groups in the industrialised world. It was

now clear that the worldwide toll was worsening rapidly, especially in developing countries, he said.

If Aids infections over the next couple of years increased markedly in Asia and Latin America, and continued to expand in sub-Saharan Africa, the WHO's projections, which are considered conservative, would need to be revised further upward. Their revision was the result of a detailed review and analyses, the WHO, a United Nations body, said.

The WHO increased its estimate of the number of infected people in sub-Saharan Africa from 2.5 million in 1987 to about five million, now, using analysis of data from 1988 and 1989.

Most of the infected people included earlier lived in cities, but there was now evidence that the infection was spreading in rural areas of most sub-Saharan countries. Consequently, in the region one adult in 40 was believed to be

infected, compared with one in 50 earlier.

Data from Southeast Asia, and particularly from Thailand, as well as from India, showed marked increases of Aids infection among injecting drug users and prostitutes. New data showed the total number of people infected in Asia had risen from almost zero two years ago to at least 500,000 now, which was a far faster development than had been expected.

Overall, the World Health Organisation did not increase its estimates for the year 2000 of between 15 million and 20 million infected people, but said that the marked increase in Asia and in Latin America, and the epidemic spreading in sub-Saharan Africa, could lead within a few years to a new and dramatic evaluation of all forecasts.

The World Health Organisation said that the increases reflect the growing incidence of heterosexual transmission around the world.

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MEDIA

More sugar, less spice and terribly nice

'Knocking copy' used to sell, but now it is cool to be kind. Melinda Wittstock explains

Niceness sells. Even before the current mood of introspection in the press and the publication of the Calcutt report, some editors had seen the writing on the wall for the knock-the-famous school of journalism. The phenomenal sales success of *Hello!* magazine, just announced, can mean only good news and flattering reviews for celebrities who spent much of the Eighties watching their backs, as British magazines move to emulate the uncontroversial style of the Spanish import.

Hello! does for the famous free of charge what public relations firms could not buy for thousands of pounds. Glossy pages of smiling, and preferably aristocratic, celebrities with snippets of undemanding and laudatory reportage have proved a winning combination for the British spin-off of the Spanish title. Last week *Hello!* announced a circulation of 263,366 per week, a record-breaking 46.2 per cent rise in average circulation in the six months from January to June.

"People are turned off by bitchiness and knocking copy. There's too much of it and most of it turns out not to be true," says Maggie Goodman, who co-edits *Hello!* with Maggie Koumi in Madrid. "We don't stitch people up or make things up; we let people speak for themselves."

When *Hello!* was first launched here in 1988, few thought such deliberate "emphasis of the positive," as Ms Goodman calls it, could succeed in Britain despite its track record elsewhere in Europe. Indeed, sales got off to a slowish start, but other editors were simultaneously waking up to the commercial logic of niceness.

Eve Pollard, the editor of the *Sunday Mirror*, has been credited with boosting the tabloid's circulation from 2.6 million to more than 2.9 million with the launch two years ago of a weekly colour magazine. This was deliberately glossier and softer in tone than its accompanying newspaper.

"I sensed a sea change in people's views. Readers had become cynical,

not knowing what to believe. Tabloids had become so aggressive and bitchy, always looking for the nasty story. If people are constantly reading that everyone is bad, they start thinking the stories they read must not be true," she says.

However, for the *Sunday Mirror* Magazine, "niceness" is not a deliberate policy, says Miss Pollard. "If we step on something negative, we'll run it. If someone is truly appalling to their children or their family, we're not going to say, 'Gee what a nice guy'. But we do look for the positive in people. Not everyone who has appeared on television is a cardboard cut-out of an ogre."

As with *Hello!*, looking for the positive involves taking flattering photographs of all interviewees. "We want to make people look the best they can," she says.

Compromising pictures and abusive copy may have been right for the Eighties, but falling circulations on titles which have not kept up with the times have illustrated readers' disillusion with the old-style acerbic read, at both ends of the market.

Tatler, the upper-class monthly published by Condé Nast whose circulation has slumped in the past 18 months from 63,000 to 46,000, has recently replaced its editor, Emma Soames, with Jane Procter. Ms Procter is now busy cutting what she calls "gratuitous bitchiness" from its pages.

"Nice is really an awful word for it; what we're doing is looking for the positive," Ms Procter says. "But that doesn't mean we're an upmarket *Hello!*. We're going to keep our wit and intelligence."

She says readers want to see pictures of "pretty girls and good-looking men", but not when they are "obviously stoned or falling out of their dresses".

What happened to the British trait of knocking people down minutes after they have climbed up? The new and nicer editors believe that as the affluence of the Eighties spread through the British middle classes, and success became an attainable dream, Britons have become more willing to support and

admire the successful. "Some buy *Hello!* to see their friends, but a lot of our readers are aspirational," Ms Goodman says.



Eliminating the negative: "We don't stitch people up," says Maggie Goodman, the co-editor of *Hello!*

Men think being nice is a weakness, but women know it isn't," she says. The key to rising circulation also involves appealing to people's reasonableness, Miss Pollard says. "Most people want to help each other out."

Jo Foley, the editor of *Options* and a former editor of *Woman*, says: "There's much less of the 'we're-nice-that's-why-we're-not-successful' phenomenon. There's a feeling among readers that if every famous or successful person is knocked all the time, there's not much hope for the rest of us."

Ms Foley attributes the success of women's magazines, traditionally much nicer than tabloid newspapers and other general magazines, to the fact that they interview successful women whom readers can emulate. "Women are much nicer to each other than men are to other men."

Men think being nice is a weakness, but women know it isn't," she says. The key to rising circulation also involves appealing to people's reasonableness, Miss Pollard says. "Most people want to help each other out."

Tatler's editor believes the new altruism is directly linked to declining fortunes. "Nobody is doing terribly well at the moment. When they are worrying about their mortgage payments, the last thing they want to see is their heroes toppled," Ms Procter says.

Celebrities, especially those with problems, can be publicly cured with a tell-all "how nice I really am" spread in *Hello!*. "We don't write our own opinion; we report what people tell us," Ms Goodman says. Miss Pollard agrees. "We now have no problem getting stars to

agree to be interviewed and photographed who would normally not go near a British tabloid. Famous people are much more likely to open up if they know you will be accurate and positive."

Tatler is also winning over old enemies. "I wouldn't have thought the Duchess of York would have been too grateful to *Tatler* for its past remarks. But the Duchess has agreed to talk to us exclusively in the September issue. She will be on the cover," Ms Procter says.

However, *Hello!* is way ahead in the niceness league. It has already featured an interview with the Duchess of York, claimed the first pictures of Marina Ogilvy's first baby, and persuaded John Paul Getty II to pose - for flattering pictures only, of course - in his London house.

The fine art of milking movies

The UK 'take' from *Total Recall* may reach £15 million. Who will get what?

BEING a Hollywood giant is a complicated business these days: there are so many different ways to make money.

Total Recall, the latest Arnold Schwarzenegger epic, opened at two West End cinemas on Friday and made £175,000 over the weekend - the biggest two-screen box office opening Britain has seen. At \$70 million (£39 million), the film is the most expensive yet produced. Schwarzenegger is rumoured to have received \$10 million up front, plus an unknown percentage.

For Guild, the UK distributor, milking a blockbuster for its true potential means skilfully manipulating a complicated chain of opportunities that should give it a working life of about three years. The basic idea is to sell the same thing to as many people as possible as many times as possible. The current reckoning is that there are five "windows of opportunity": cinema release, then video rental, video sales, pay television and the conventional television channels.

Cinema release generally lasts about six months. Peter Alarik, the managing director of Guild Film Distribution, hopes for between £5 million and £10 million initially from the box office. "Marketing spend has been in excess of £1 million and awareness amongst cinema-goers is virtually 100 per cent," he says. In the United States, the film is the most successful of the summer and has already grossed more than \$100 million.

Guild bought UK distribution rights from Carolco, the American maker, probably for between £1 million and £3 million. Carolco will take a share of the UK box office if it exceeds a target agreed in advance with Guild.

Total Recall is not likely to be the biggest film so far in the UK. *Fatal Attraction* lasted six

months at the big cinemas and made £18 million. But Mr Alarik is confident that he will not have to "collapse the window" early and move on too hastily to the next link in the chain, video rental.

Despite a slight downturn this year because of the warm weather and the World Cup, video rental is buoyant. Last year, it was worth £556 million in the UK. Distributors sell the video cassettes to the rental shops for £50 to £60. A top film can expect to shift about 60,000 through the 5,000 rental outlets in the country. This increases the film's revenue by about £3 million.

After about a year in the rental market, the title goes on to "sell through". Copies of the cassette are sold to Woolworth's and W. H. Smith for about £5, and retail for up to £10. *Total Recall* is expected to account for between 300,000 and 500,000 copies, realising a further £2 million for Guild.

At about the same time, the title will appear on pay television. In this case, the rights, which are generally bought for a year, have gone to Sky. A good film can expect to command up to £200,000.

Six months after the end of Sky's run, conventional television will probably take the film: negotiations will start shortly.

The total "sell" will have been going on for about three years and will have grossed between £5 million and £15 million. Mr Alarik is unwilling to say how much would go to Guild. On top of this, the film will also make about £10 million for merchandisers.

By maximising the revenue at every link in the chain, all concerned will be well looked after. The cycle will begin again with the release of the inevitable *Total Recall 2*.

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Details from: The Chief Executive, WNCCT, Haubury Road, Droitwich, Worcs WR9 7DU. Tel: 0995 773031. Closing date: Wednesday, 15th August 1990.

This post is supported by NCC and WWF (UK).



After yesterday's warning that benefit changes may sentence people to the streets, Daniel Treisman and Jill Sherman investigate the 'lost' families of bedsitter-land

No particular place to go



The heart of the matter: nurse Ruth Constance, of the Bayswater family doctors' practice, with Maria Desousa and her baby daughter

Musa Issa Hadsan lost track of her husband and four of her children when she fled into the Somali bush two years ago as civil war swept her country. Now she lives with her other three children in two rooms of a bed-and-breakfast hotel in Shepherd's Bush.

She is one of 1,500 homeless people — 60 per cent of them immigrants and refugees — catered for by a pilot medical clinic which provides care to the cramped inhabitants of west London's densely popu-

lated bedsitter-land.

The Bayswater Family Doctors' Practice distributes leaflets and posters to the bed-and-breakfast hotels of Sussex Gardens and other streets around Paddington. Nineteen local doctors take time from their own practices to do weekly or monthly shifts, for a fee of £40 per session.

Sixteen hundred families live in temporary accommodation in Bayswater, according to Westminster council. Numerous London boroughs place their homeless families in the area. Bayswater

has a large stock of Victorian houses, which were easily converted into bed-and-breakfast hotels, initially to cater for travellers coming to Paddington station. More recently, the hotels have become convenient places for housing officers from other boroughs, short of local accommodation, to lodge their homeless.

The immigrants, many of whom speak little English and have four or five children, have difficulty registering with local GPs, who are often reluctant to tackle entire families which have to be

immunised and screened for TB and tropical diseases.

"They could go to five or six GPs and no one would take them on their list," says Dr Uma Ravinathan, the administrator of the practice. "Many were using accident-and-emergency or casualty clinics. Others had no care."

The practice, set up in January 1989 as a three-year joint project by Parkside Health Authority and the Kensington and Chelsea and Westminster Family Practitioners' committee, treats 100 patients each week, 60 per

cent of them children. The Kings Fund (the King Edward VII Hospital Fund for London) has provided £150,000.

An interpreter fluent in Arabic, and Somali and Sudanese languages is available, and an interpreter comes in to translate for Angolan patients. A health visitor and a housing officer also pay weekly visits.

The aim of the clinic is to treat homeless people for a maximum of nine months, until they can find a permanent doctor or be taken on by one of the 19 volunteer GPs. "But we don't turn anyone away," Dr Ravinathan says. "Yesterday we had a man who had been helping someone who was mugged. He had been bitten and needed a tetanus shot." They do, however, turn away drug addicts who wander in hoping for prescriptions after visiting the free needle exchange next door.

Dr Yousuf Ibrahim, aged 42, leaves his practice in Notting Hill, where his patients are predominantly Russians and eastern Europeans, to do fortnightly shifts at the clinic, treating mostly Bangladeshis. Most have problems such as diabetes and high blood pressure, he says, and 90 per cent of both men and women have peptic ulcers. "I think it's mostly the stress: all living in one room with a big family of four or five children."

At times, his job resembles that of a social worker as much as a doctor. Hours are spent reassuring immigrants who speak little English and writing letters to housing officers explaining the difficulties of arthritis or pregnant women having climbing four storeys to the bathroom. "They helped me very much," Mrs Hadsan said through a translator. "Before I came I had very serious high blood pressure and glandular fever. It's a nice clinic." She, too, needed a letter to help her change her housing.

Maria Desousa, aged 21, says a north London GP had taken her onto his list for a maximum 15 days when she

arrived, pregnant and with a bad case of influenza. Now, with her husband Carlos and five-month-old baby, she is a patient at the practice. "It was a lot easier down here. We were very lucky," she says.

The family have shared a dusty, third-floor room in the Kavanish Court Hotel in Bayswater since they complained that the dampness of their council house in Stratford endangered the health of their baby. They are worried now that the baby may injure herself on the knives and kitchen appliances they have to keep in their single room.

"The case worker phoned up to say he had very good news," Carlos says. "When we went in he said: 'you can get a flat in 15 to 18 months.'"

They share the Kavanish Court Hotel with immigrants from India, Nigeria, Greece, Angola and a few young English women: a cross-section of Bayswater's homeless community. According to Westminster council, the borough has 1,605 families in bed-and-breakfast accommodation — the largest such concentration in Britain. But of these, only 263 come from the borough. Others are placed there by 14 other boroughs, including Lambeth (241 families), Hammersmith (192), Ealing (183), Haringey (157) and Hackney (114).

"We reckon it costs £2 million a year to educate the children of homeless families staying in Westminster — or an extra £15 a head on the community charge," a spokesman says. In addition, the council's education and welfare service spends about one-third of its time identifying children, finding school places for them and making sure they attend, at a cost of £95,000 a year. Once the families are given housing in Bayswater, Westminster council becomes responsible for educational needs and social welfare. "We would like to see some means of recharging the other boroughs so we can recoup some of that expense," he says.

The politics of poverty

Dr Richard Stone, one of the founders of the Bayswater Family Doctors Practice, believes that the government is ignoring the plight of homeless families in its efforts to deal with the more "visible" homeless, the young single people who beg on London's pavements.

Ministers have recently announced a series of initiatives, including a £15 million grant from the environment department, to help homeless young people in London. But a report yesterday from the Social Security Advisory Committee warns that benefit claimants are still at risk of losing accommodation because hotel proprietors and landlords are not prepared to wait for housing benefit cheques to come through, which can take several months. In addition, changes in benefit for the 18 to 25-year-olds mean that claimants often cannot afford housing costs.

Dr Stone suggests that the government is deliberately targeting the more evident, and potentially politically damaging, aspects of homelessness. "It is embarrassing for middle-class white people on their way to a concert at the Festival Hall to trip over young people sleeping in cardboard boxes," he says.

While the environment department is spending money to get youngsters off the streets, it is taking money away from homeless families, he insists. He cites the recent withdrawal of an annual £15,000 grant for one homeless project in Bayswater.

Figures from the environment department show that last March local authorities had to find homes for 37,470 households (mainly families) in England, up almost 6,000 from the previous quarter. Nearly 10,000 of these were accepted by London authorities. More than 12,000 people were living in bed-and-breakfast accommodation last March, 7,800 of them in London.

In inner and greater London, the official number of homeless households jumped from 16,579 in 1979 to 33,610 in 1989. These numbers include only priority groups which local authorities have to house under the Housing Act 1985. They tend to exclude single people and childless couples. Dr Stone claims there are now up to 2,000 families living in bed-and-breakfast accommodation in Bayswater alone.

The problem is spreading to other inner-city areas, although workers in the field believe official national figures to be uncertain. Reasons for homelessness included breakdown of relationships with relatives and friends, rent arrears, loss of private dwelling and loss of tenancies.

"We have become overwhelmed with the problems of homeless families," Dr Stone says. "There are 7,000 people without homes in the quarter of a mile between my surgery

and Paddington station. I find it galling that while we are encouraged to provide preventative health care, other government departments are creating more and more homeless families every year. In 1980 20,000 new council houses, or homes offered by housing associations, were available in Greater London; this has now dropped to fewer than 1,000.

Providing health care for homeless families is fraught with difficulties, mainly because of their temporary status — 60 per cent of these families move on every month, Dr Stone says. Most of them do not want to go to a GP, and when they do turn up at surgeries they often cause havoc in the appointments system. "A whole family will come in with a sick child, and then the father will say that the two other children have got lice," he says. "That one appointment will throw the system out. Three long-term, permanent families have removed themselves from our list as a result."

The main problem facing Dr Stone's homeless patients is poverty. "Parents come in on Friday saying they have no money for food over the weekend. What am I supposed to do? Dig into my pocket? One voluntary organisation is now setting up a soup kitchen. I thought we had done away with that kind of thing."

The government's new benefit system, which in 1988 abolished extra help for people boarding out and replaced single payments for items such as cookers and beds with the cash-limited social fund, has hit the homeless particularly hard, according to Dr Stone.

A couple over 18 with two children aged nine and 13 would have got £104.05 before the changes, and now get £75.90. A couple with five children would have lost £64.60 a week from the benefit changes, seeing their income fall to £55, he says.

Dr Stone knows families who live, eat, cook, play and sleep in rooms measuring 10ft by 8ft, containing a washing sink, bed and one electric point. One child was seriously scalded when he tried to swing from the flex of a kettle running over two pieces of furniture.

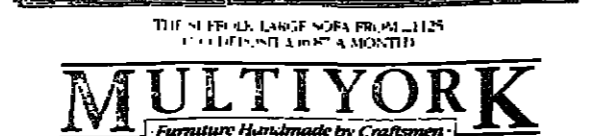
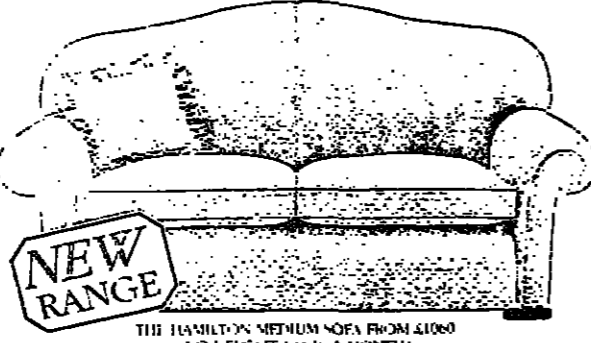
"The plight of homeless families is a serious injustice," he says. "We have to speak out and dispel some of the myths. These people are not trying to milk the system. They are not scavengers or scroungers. No one chooses to be homeless."

Some claim that homeless families deliberately do not want to work, yet Dr Stone says often they are denied jobs because of their temporary residence. Also they can lose work because they cannot afford the transport costs. "They are blocked in every direction," he says. "They have lost control over every aspect of their lives, and are completely demoralised."

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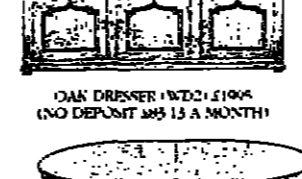
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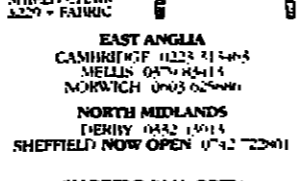
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"We reckon it costs £2 million a year to educate the children of homeless families staying in Westminster — or an extra £15 a head on the community charge," a spokesman says. In addition, the council's education and welfare service spends about one-third of its time identifying children, finding school places for them and making sure they attend, at a cost of £95,000 a year. Once the families are given housing in Bayswater, Westminster council becomes responsible for educational needs and social welfare. "We would like to see some means of recharging the other boroughs so we can recoup some of that expense," he says.

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BUSINESS

WEDNESDAY AUGUST 1 1990

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● DEGREE RESULTS 26
● SPORT 34-38

Treasury boosted by water investors

GOVERNMENT finances are to receive a £1.5 billion boost from second instalments on privatised water shares bought by 1.3 million investors. With Lloyds and NatWest share registrars still counting, an estimated 90-95 per cent of shareholders in the ten water service groups paid the 70 per cent second instalment by yesterday's deadline.

Walt Disney plans park

Walt Disney Company has submitted a preliminary plan for a 350-acre, ocean-oriented theme park, called Port Disney, it wants to build at Long Beach, California. The proposal is part of Disney's plan to build a second theme park in southern California, either adjacent to its park in Anaheim or in Long Beach.

Fimbra order

Fimbra, the regulatory association, has issued an urgent suspension order against a financial adviser in Derby. Alan B. Cleveley was ordered to cease trading on Friday for an initial period of three days. Fimbra has until 6pm today to decide whether to extend the suspension.

YRM ahead

YRM, the building design consultancy, is paying a final dividend of 3.35p, making 5p (3.8p), after pre-tax profits of £3.09 million (£2.66 million) in the year ended April. YRM gave warning of difficult conditions in Britain, which are not expected to improve in the short term. *Tempos, page 23*

ASH rises

Automated Security (Holdings), the electronic security company, announced a 54 per cent rise in interim pre-tax profits to £13.5 million (£8.7 million) in the six months to end-May. The interim dividend rose 20 per cent to 1.8p (1.5p). *Tempos, page 23*

NatWest profit curbed by bad debt provisions

By NEIL BENNETT, BANKING CORRESPONDENT

NATIONAL Westminster Bank has become the latest victim of high interest rates. The bank, Britain's second-largest, reported pre-tax profits of £431 million for the first half of the year, at least £50 million below City forecasts, and gave warning of continuing difficulties.

Lord Alexander of Weedon, the chairman, admitted that the profits were considerably lower than the bank wished. "In the current economic conditions in the United Kingdom and the United States, we have needed to make substantial provisions and income growth has slowed," he said.

"We are not immune from the problems confronting some of our personal and corporate customers." The bank is still raising its dividend by 15 per cent to 6.125p, exceeding expectations.

"This reflects our belief that we are in a position to enhance our profitability in the years ahead," Lord Alexander said. On the stock market, however, NatWest's depressed share price fell another 10p to 315p in reaction to Lord Alexander's warning that conditions would remain difficult for the rest of the year and that the bank "might have to make further significant additions to these provisions".

The bank was hit by a 139 per cent rise in bad debt provisions to £254 million, as the cost of company failures and bankruptcies doubled among its customers. Pre-tax profits were 22 per cent above the first half of 1989, when NatWest suffered a £395 million write-off against Third World debts. Discounting this one-off cost, however, profits fell 37 per cent.

The bank's operations were also hit by a 13 per cent rise in

expenses to £1.95 billion, while growth in income slowed to 7 per cent. The bank's cost/income ratio, the measure of its efficiency, rose from 65.7 to 69.8 per cent. Income was depressed by the write-offs and sales of Third World debt, while costs increased from the acquisition of a majority stake in van Lanschot Bank in Holland.

Lord Alexander gave details of initiatives to try to control costs. The bank's core British business has shed 2,000 staff and will lose another 1,500 this year. In all, 11,000 job cuts are planned. 50 branches were also closed in the half year. The bank hopes to save £200 million a year in this streamlining. 6 per cent of the costs of its branch banking.

NatWest is also planning to move many of its offices from the City to outer London in the coming years, including its head offices in Lothbury. This is planned to save a further £30 million a year.

Profits fell at four of NatWest's nine main subsidiary companies. These included Lombard North Central, the finance house, with profits down 44 per cent due to interest rates, and National West-

minster Home Loans, which slumped from profits of £29 million to break-even. Mortgage arrears and the default rate have doubled this year. The bank repossessed 80 of the 200,000 homes it financed.

National Westminster Investment Bank's profits fell from £38 million to £4 million. Last year's figures were inflated by the £25 million that the securities business made on selling its stake in National Freight Corporation. Hamish Macdonald, NWIB chairman, said that the equity arm of County NatWest was still losing money in share trading, but predicted a move into profit soon.

The worst performance came from NatWest Bancorp, the American retail network, which lost £51 million due to property loan write-offs of £134 million.

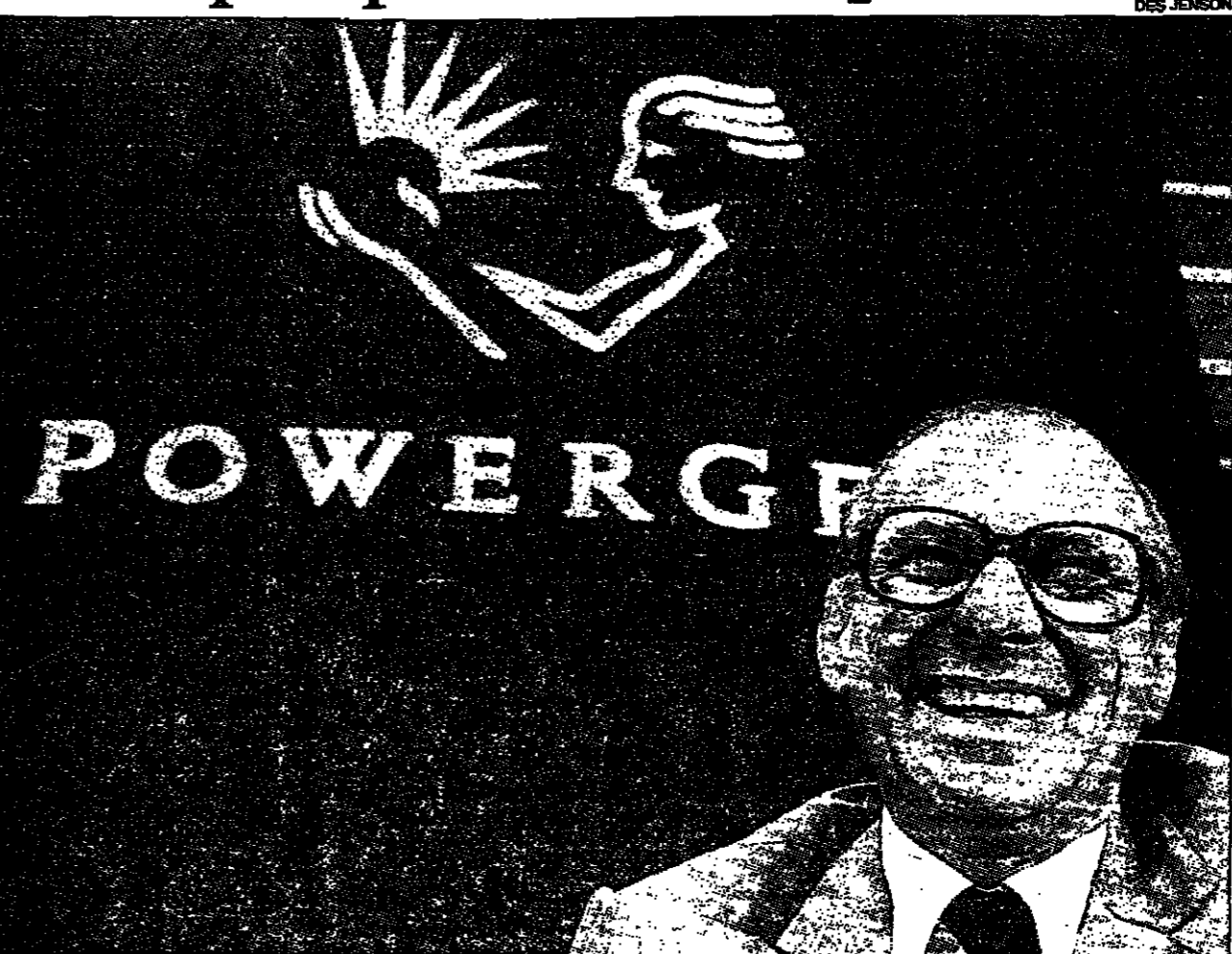
Insurance services were the best-performing subsidiary activity. Profits doubled to £39 million. NatWest is the only major bank to remain an independent financial adviser, and plans to quadruple its 250-strong salesforce by the end of next year.

Comment, page 23



Lord Alexander: warning of new provisions

Malpas parries sale questions



No comment: Robert Malpas, PowerGen chairman, refused yesterday to speculate about a possible trade sale

Redland in venture with Lafarge

By DEREK HARRIS INDUSTRIAL EDITOR

LAFARGE Coppée, of France, one of the world's top two cement makers, is putting its plasterboard interests into a joint venture with Redland, the British tiles, bricks and building materials group, to create Europe's second largest plasterboard manufacturer after Britain's BPE Industries.

Lafarge will have 80 per cent of the venture, as yet unnamed, except that in the United Kingdom it will continue, under its current management, trading as Redland Plasterboard. The Redland group takes the other 20 per cent, with an option to raise this to 33.4 per cent.

The new venture is expected to have production of about 150 million square metres of board a year, with an annual turnover of £200 million.

Redland Plasterboard is a joint venture, with operations in Britain and on the Continent, in which the Redland group has a 51 per cent stake, the rest being held by Australia's CSR building materials group. Redland's share of losses from Redland Packaging last year was £3 million.

CSR is to sell its share to the new joint venture for £55 million at the end of next month when the joint venture deal is due to be completed, with Lafarge injecting £39 million into the joint company and Redland £16 million.

The new grouping plans to expand production in Britain, where Redland already manufactures at Bristol. A second plasterboard plant is to be set up at Bristol. Germany is also a target for increased sales and new investment.

Lafarge plasterboard interests going into the venture include four plants in France. Redland activities being injected include interests in France, the Netherlands and Scandinavia.

Bernard Kasriel, Lafarge managing director, expects European plasterboard demand to rise by between 5 and 7 per cent in the next two to three years, and also expects fierce competition to continue, restraining prices.

He said: "Having a complete product range and Europe-wide distribution is a key advantage for us."

PowerGen's £79.9m loss matches City forecasts

By MARTIN WALLER

POWERGEN, the electricity generator where Hanson is considering a bid, lost £79.9 million in the year to end-March after all exceptional and extraordinary provisions.

The figure was in line with City estimates. Robert Malpas, the chairman, refused to comment on a possible trade sale as "not appropriate", saying merely: "We are providing the government with assistance for the possibility of a trade sale."

But he promised: "Any possible acquirer of PowerGen is not getting this cheaply."

John Rennocks, finance director, in a clear reference to suggestions that Hanson might acquire the company, said: "There are no unutilised capital allowances or tax losses inherited."

PowerGen is tucking away a raft of extraordinary and exceptional provisions in part to cover restructuring costs over the next three years, although it is giving few details on how the money will be spent. Operating profits were £390.7 million, not far short of the £436 million reported by the much larger

National Power last week. Exceptional items totalled £170.1 million, including the cost of plant overhauls and the correction of serious plant defects, and pre-tax profits were £233.6 million. Extraordinary, below-the-line items of £185.8 million included £62.1 million costs in 1989-90 from the establishment of PowerGen as a separate company and the flotation and another £102.1 million for rationalisation and restructuring.

Of this last, £77.2 million will be spent over the next three years, largely on reducing staff. There are at present no specific plans to close stations beyond two closures announced last week, although analysts expect more.

The value of tangible assets in the balance sheet rose by £67 million to £1.36 billion, in part because the accounting life of two stations was increased.

Discussions on the level of debt PowerGen will have to bear were continuing. The Labour party is calling for enquiries into the use of government money and tax concessions to facilitate privatisation of nationalised industries. (Robin Oakley, Political Editor, writes).

Gordon Brown, Labour's chief spokesman on trade and industry, has written to John Bourn, comptroller and auditor general of the National Audit Office, and to Robert Sheldon, chairman of the Commons Public Accounts Committee, saying: "Nearly one billion pounds of public cash has been spent in City and other fees. It is important to know what secret deals and behind-the-scenes agreements have been made by government ministers. If the prime minister will not institute an independent inquiry, it is vital that the NAO and PAC open up investigations."

Comment, page 23

Charlotte keeps to sales plan

By MATTHEW BOND

MOUNT Charlotte Investments is to press ahead with the £200 million hotel disposal programme it began after buying the Thistle chain for £645 million last year. However, Robert Peel, the chairman, is setting no deadline for the remaining disposals.

So far the company has raised £85 million, including the sale of the Gosforth Park Hotel in Newcastle, and the Lowndes and Cadogan Hotels in London. Further sales are likely to prove more difficult because rival groups, have put hotels on the market.

"It is unprecedented what has happened this year. But we will continue our disposal programme. We are confident we can do it and we are confident we can show a marginal improvement in earnings per share," said Mr Peel.

He was speaking after Mount Charlotte announced interim pre-tax profits for the 28 weeks to July 15 of £25.9 million, an increase of 16.1 per cent. The interim dividend has been increased to 0.53p (0.46p).

Tempos, page 23

Brittan to review state subsidies

From PETER GUILFORD IN BRUSSELS

SIR Leon Brittan, EC commissioner for competition policy, has promised "a thorough review" of the way EC member governments subsidise industry. This follows a fresh report that claims European companies are still grossly oversubsidised even though state aid as a percentage of EC gross domestic product fell 18 per cent between 1986 and 1988.

Brittan stands to gain from Sir Leon's onslaught as it could force spendthrift governments into line with Britain's lower aid levels. This would reduce any competitive disadvantage British companies suffer against their more highly state-funded European rivals.

The report reveals how state assistance to manufacturing in Britain and Denmark is about half the community average of 2.2 per cent of GDP. Britain, Ireland and to a lesser extent France have also cut their funding more sharply than the rest of the community during the 1986-1988 period.

Sir Leon warned member governments that aid levels were "so high that their negative impact on the comple-

tion of the internal market is very real". The main thrust of his campaign will be to see that in their determination to champion their own domestic industries, member governments do not widen the wealth gap between central and peripheral regions.

Brussels also wants to encourage EC states to tighten their belts and to be more honest about the way they support industry in order to set an example to trading partners elsewhere.

The EC is under growing pressure from America to cut subsidies to farmers and to certain key manufacturers, such as the Airbus Industrie consortium.

The EC's stance on state aid for research and development is likely to be more lenient, however. "We want to boost R & D but without allowing too many subsidies as products approach the market-place," a competition official said. He suggested that the EC might also encourage greater spending on environmental controls.

Threat to EC role, page 23

Former minister resigns from Manpower

'Turkey' taunt returns to haunt Tebbit

By COLIN CAMPBELL

PERHAPS Norman Tebbit's days as a director of Manpower were numbered from the moment, at Christmas 1988, when he described Mitchell Fromstein, now the group's chairman, as "a turkey".

Mr Fromstein insists there was no ill feeling. He said yesterday in Milwaukee that he had always regarded the quip as a Christmas party joke. Nevertheless, Mr Tebbit has finally resigned.

Mr Tebbit, who is also a director of BET, had long been expected to depart from Manpower's board because of a possible conflict of interest. That potential conflict has arrived, although from which quarter remains a mystery.

Mr Tebbit was travelling by road yesterday. "No, his car does not have a telephone," his secretary said. "No, I do not think Mr Tebbit would like to be asked if he drives a Jaguar, let alone if it belongs to Manpower. That is an intrusive question."

Mr Tebbit joined Manpower's board (previously Blue Arrow) in September 1987. In November that year, he also joined BET. The former Conservative party chairman and ex-cabinet minister was, as is the wont of former ministers, busy collecting City posts.

Mr Tebbit's dual directorships gave no cause for concern until late 1989, when BET made a bid for Hestair, an operator of similar employment agency interests to Manpower. In January, BET finally bought Hestair.

Manpower's statement yesterday said Mr Tebbit had resigned "because of a potential conflict with his board position in another company with parallel interests". Via his secretary, Mr Tebbit said: "Mr Fromstein and I had agreed that in the short run there was no conflict which could not easily be contained. In the long run, it was inevitable that a conflict would arise. We had agreed

that unless such a conflict arose, I would stay on the [Manpower] board until the company migrated to the US. After that, I would no longer wish to remain a director for simple reasons of logistics. The potential for conflict has increased, and therefore I have chosen to stand down at the present time."

Mr Tebbit's 1988 "turkey" remark was made shortly after Mr Fromstein had been ousted from the then Blue Arrow group. Within weeks, Tony Berry, who had helped out Mr Fromstein, was out, and Mr Fromstein was back - as chief executive and chairman.

Manpower is to change its domicile from Britain to America and in time may sell its Manpower business in Britain.

The timing of Mr Tebbit's resignation suggests that BET may be poised to buy Manpower's British operations. BET yesterday said it was not an interested party. It added that none of its directors received cars.

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57	20	Cashmere	22	27	32	32	34	37	38	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100																												
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THIRD MARKET

187	175	Gross Squares	102	102	+2	10.7	5.7	12.7	102	86	Very Small One inc.	97	99	-	2.2	7.0	..	100	100	0.00
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227	180	Brando	178	180	0	0.2	3.0	2
425	306	B-Land (2a)	305	310	+2	70	2.3	2
191	161	Bendon	162	164	0	81	4.4	15
46	33	Borford	35	38	-	0.9	2.4	26
377	343	Cay & Counties	358	368	-	160	4.4	16

815	690	Cherwell	675	705	72	23.5	34
94	67	Chorley	65	72	37	34	25
133	16	Clydesdale	15	16	40	25.0	30
105	65	Colts	65	70	33	34	25
208	131	Clapham	165	172	46	13.3	79
200	118	Consett	169	180	120	17	13
619	288	Consett Sals	169	180	120	17	13
110	110	Consett	120	130	123	43	30
815	885	Darby	670	700	30.7	45	30
284	144	Darby Town	139	146	11	69	55
105	105	Darby Town	105	110	10.3	43	30
91	20	De Morgan	20	31	18	6.0	16
202	180	Decoy	184	189	73	39	25
745	715	Deerfield Lodge	730	750	18.0	14	26
105	105	Deerfield	105	110	11	1.1	28
162	120	Deerfield Town	116	123	13.3	11	28

185	1004	Proctor	185	112	12.5	14.5
450	328	Frymoyer	326	337	15.1	4.5
320	185	Ginger	180	280	7.0	3.7
308	237	G. Portland	235	242	12.0	5.0
461	376	Grayson	413	417	6.9	1.7
44	24	Hoiland Co	34			

625	475	Hallway	500	550	375	7.1
131	156	Hallway	210	215	113	6.2
132	156	Hallway	145	155	7.7	5.1
133	225	Hallway	225	275	140	16.4
134	425	Hallway	520	575	227	43.2
135	425	Hallway	500	550	227	43.2
136	425	Hallway	500	550	227	43.2
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TRANSPORT									
533	295	Amtrak Co. Serv.	282	285	-3	8.3	29	15.5	
534	297	BAA (Int)	291	292	-1	15.3	34	17.2	
535	153	Br-Swedish (Int)	292	292	-3	17.8	53	6.6	

207	200	Carlson (R)	224	229	+2	10.0	44	91
765	365	Davis & Harman	600	510	-90	10.7	22	
733	426	Swanston Delta	520	640	+120			
731	426	Swanston Wornies	520	55	-5			
731	131	Park (J&J)	132	145	+13	8.7	47	120
186	132	Gunn	132	145	+13	8.7	48	82.3
75	75	J. Jones (J)	88	66	-22	8.0	42	125
262	132	Lee	190	184	-6	8.0	42	125
239	234	MacKenzie Str.	77	25	-52			264
311	115	Money Dogs	262	200	-62	8.6	28	293
311	115	ACE	262	200	-62	8.7	28	293
300	312	Gold Miner	355	363	+8	17.8	50	140
68	40	Queen Victoria	47	52	+5	3.7	74	27
685	7	P. & L. Del. Inc.	640	650	+10	38.3	61	125

400	315	Pennell, Cuthbert	330	335	301	0.0
212	148	TIP Bangs	141	141	6.8	47
144	106	TIP	112	116		10.3
313	267	Timothy S. Gahan	305	316	30.0	32
655	432	Thomak	630	517	12.3	23
248	185	Thompson, Jay	212	215	12.7	5.9
245	185	Thompson, Scott	205	215	12.5	5.8

WATER					
233	270	Anglo Water	232	264	67
234	271	Anglo Water	233	265	10
235	272	Anglo Water	234	266	10
236	273	Anglo Water	235	267	10
237	274	Anglo Water	236	268	10
238	275	Anglo Water	237	269	10
239	276	Anglo Water	238	270	10
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241	278	Anglo Water	240	272	10
242	279	Anglo Water	241	273	10
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251	288	Anglo Water	250	282	10
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262	299	Anglo Water	261	293	10
263	300	Anglo Water	262	294	10
264	301	Anglo Water	263	295	10
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268	305	Anglo Water	267	299	10
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271	308	Anglo Water	270	302	10
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299	336	Anglo Water	298	330	10
300	337	Anglo Water	299	331	10

* Ex dividend * Ex split * Forecast dividend * Interest
 Payment passed * Price at suspension of Dividend and
 withdrawal of specification * Price at resumption of
 Forecast earnings * Ex Other * Ex Rights * Ex Acct or
 share split * Tax free -- No significant data.

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● Ex dividend ● Ex all ● Forecast dividend ● Interest payment passed ● Price at suspension ● Dividend and forecast include a special payment ● Pre-merger figures ● Forecast earnings ● Ex offer ● Ex rights ● Ex strip on share split ● Tax-free -- No significant data.

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COMMERCIAL PROPERTY

BY CHRISTOPHER WARMAN, PROPERTY CORRESPONDENT

Developers feel pinch

Office availability in London is at a record level and still climbing, with sharp increases in recent months as the market slows down, the agent Debenham Tewson & Chinnocks says in its latest report on the central London office market.

While the flow of space is dominated by large new developments, the amount of second-hand space is also increasing, and partly as a consequence there is evidence of a slowdown in future development. Although outstanding permissions and offices under construction are both at peak levels, the rate of increase since late 1989 indicates a substantial slowdown in new development, with starts in the first half of this year 20 per cent below the 1989 six month average and half that for 1988.

The agent reports that the drop in development has been larger than originally anticipated, highlighting the understandable caution of the development sector to market changes and high interest rates.

More schemes have been put on hold over recent months and their prospects of implementation are becoming less certain, while declining rents and the squeeze on development profits are likely to switch the focus of development activity away from new building to refurbishment.

Planting statistics for the second quarter of the year confirm this downward trend. New applications in the quarter to the end of June were the lowest

Falling rents, a squeeze on development profits and high interest rates are likely to switch the focus away from new buildings to refurbishment, a new report says

recorded in the last three years. New office permissions totalled around 2.5 million square feet, less than half the average rate for the last three years.

Debenham Tewson & Chinnocks believes the short-term impact of the slowdown will be to exacerbate rather than alleviate the present supply surplus, for on the supply side postponed schemes are contributing to the increase in flow of second-hand stock while demand is reduced because fewer tenants will be dispossessed.

Over the long term, the development outback will slowly reduce the supply imbalance as anticipated completions in 1992 are already 45 per cent lower than in 1990, and could fall further. The prospects for demand are depressed by the projected sharp fall in new employment growth in London which in turn will reduce the organic growth of office take-up.

"In the early 1990s the emphasis is likely to be on the redistribution of occupiers rather than any sizeable net growth in demand. The professional sector dominates both current take-up and outstanding requirements for large new offices while other occupiers have downgraded their requirements," the report says. Space available in the City, Holborn and

the West End was 13.7 million square feet in June, and the agent estimates that this will increase to 16-17 million square feet by early 1991.

Future prospects show that rents are likely to continue to weaken in City areas, and the present localised decline in the West End could spread.

Take-up in most central London areas will remain subdued, most noticeably in the City and West End, as the spread of demand to fringe locations continues. Development starts will remain low in the second half of this year, leading to the volume of speculative space under construction in buildings of more than 100,000 square feet declining for the first time since the mid 1980s, Debenham Tewson & Chinnocks concludes.

The chartered surveyors Richard Saunders & Partners regards June as an encouraging month for the City, because it showed the fifth highest office space take-up in two years, after the second lowest total in May. Although the June figure was greatly influenced by two large lettings, the firm regards this as significant.

Land Securities' development at Milton Gate, Moor Lane, London EC2, of 156,725 square feet, came

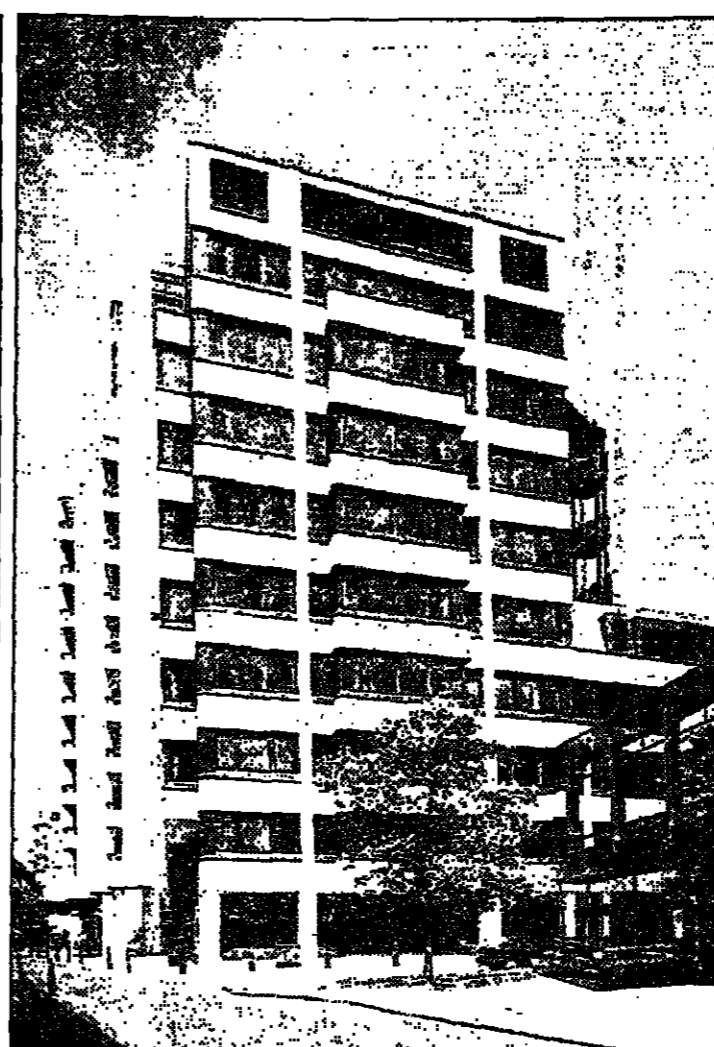
under offer. The tenant is rumoured to be Price Waterhouse, and it is believed that the rent is nearer £40 per square foot than the £50 asked. The second was the '96,400 square feet river building of Speyhawk's Cannon Bridge scheme in London EC4, taken by the London International Financial Futures Exchange.

"They both constitute take-up by highly influential occupiers in major new developments, taking advantage of the highly competitive terms available," RS & P says, adding: "It should be noted that neither move is dependent on the large scale disposal of existing space. This adds weight to our observation that there are a number of occupiers considering moves who can be tempted by high quality accommodation at currently competitive levels."

THE total return in the property sector in June was -0.9 per cent, the lowest monthly return this year and the third successive month to show a negative return, according to the Investment Property Databank monthly index.

All three sectors, office, retail and industrial, showed a deterioration on all growth measures, recording negative capital growth and total returns, while rental value growth is falling across the board.

A commentary on the findings of the databank, sponsored by leading agents, explains that the dramatic collapse of property returns is due to lengthening yields, which have moved out every month this year, and to cooling rental growth.



London Merchant Securities has completed its development at Old Park Lane, London W1, designed by EPR Partnership and providing 24,112 square feet of offices. The development, for which the agent Sinclair Goldsmith is acting, is in the heart of Mayfair, between the Hilton and Intercontinental hotels, and has a Portland stone facade with bronze glazing. Allan Messing of Sinclair Goldsmith describes the building as a rarity in today's market, saying: "It is probably the only one of its size that will become available in Mayfair this year, and we are therefore confident that we will attract an excellent tenant at an excellent rent."

IN THE MARKET

■ The Longstone Heritage Centre on St Mary's in the Isles of Scilly is for sale at £245,000. Held on a Duchy of Cornwall lease, the centre has an exhibition depicting the life and history of the Isles and a display of shipwreck treasure, much of it recovered by the present owner Richard Lam. Amenities include a restaurant, shop, putting green, garden centre and displays of historic agricultural implements. The centre, on 3.5 acres, has scope for the development of new facilities, says the agent, J. Trevor & Sons Huntley & Partners, of Plymouth.

■ Rosehaugh Stanhope's £400 million Ludgate development, to be carried out with the British Rail Property Board, has been given detailed planning approval by the City of London Corporation "subject to a number of reserved matters". Approval came despite a condemnation by the Royal Fine Art Commission, which described the development as a "major architectural catastrophe". Construction is scheduled to start shortly and the five buildings in the scheme, totalling 600,000 square feet, will be available for tenant fit-out at the end of 1991. Work completed includes the building of the first new railway station in the City for 75 years.

■ The first large office development by Ringway Developments, Olympic House at the gateway to Manchester airport, has been let to Manchester Airport plc. The seven-storey building of 90,000 square feet has been sold to Barclays and leased to the airport company, which will occupy three and a half floors and sub-let the remainder at rents likely to set a record for Manchester. Ringway Developments' next scheme is already under way: the 475,000 square foot Manchester business park, next to the M56 motorway and a five-minute drive from the airport.

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